

QUESTIONS AND ANSWERS
RFQ # 15-003-41
STRATEGIC SOURCING SERVICES

We have reviewed the scorecard and note that a total of 40 points (out of a total of 100 points) are awarded for Public Sector References and Case Studies.

All of our Associates and Partners have over 25 years of Strategic Sourcing and Finance and Operations experience. In addition, Paladin Associates has been delivering significant sourcing savings to our clients for over 14 years. We have a number of case studies (http://www.paladinassociatesinc.com/success_sourcing_procurement2.htm) and testimonials (http://www.paladinassociatesinc.com/testimonials_intro2.htm) from our clients. And we can also provide several references.

While we do not have experience in the Public Sector, we believe we can add value to your organization and can deliver sourcing savings. However, if Public Sector experience is a firm requirement and if the scorecard is a firm rating system, we will have to respectfully decline your invitation to bid on your RFQ.

We do not wish to reduce the weight we have place on the experience in the public sector but feel you should still respond to our RFQ.
